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Report Highlights:

Tobacco production is recuperating from an oversupply situation. Production is returning to normal levels, old stocks are being discarded/sold abroad and exports from Free Trade operations continue strong. In CY 2002 the Dominican Republic was the forth largest U.S. tobacco export market in the world and the leading high quality cigar supplier to the United States exporting 188 million units.

Includes PSD Changes: Yes
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Executive Summary

Preliminary data for 2001 and 2002 obtained from the Tobacco Institute (INTABACO) show considerable lower values in acreage, and production levels since their last report. The preliminary unofficial numbers for 2001 and 2002 obtained from INTABACO and confirmed by industry have been adjusted and reduced to reflect these changes, mostly in dark air and sun cured tobacco. The smaller acreage previously forecasted for 2002 was adjusted further to reflect the official planted acreage for 2002. Industry sources indicate that after concluding the planting season for 2003 in December 2002 - January 2003, the preliminary estimates for 2003 anticipate a lower tobacco output below 10,000 MT. Flue cured tobacco is no longer produced and burley production is minimal.

Dark air and sun dried tobacco apparent consumption increased above prior estimates as a result of the government discarding old deteriorated stocks kept in warehouses. This quantity is included as part of the consumption in the tables. Some were discarded in 2001 and additional quantities were disposed in 2002. Overall consumption of tobacco, blonds and dark, is decreasing. This trend is not anticipated to change in the near future, as no programs to develop the sector appear to be in place.

The number of cigar factories operating in the country processing tobacco into cigars continues to decline in 2002, down about thirty five percent from the number operating during the cigar boom five years ago. Preliminary numbers show the total output of hand made cigars in 2002 to almost 190 million units, down from almost 240 million in 2001. Cigarette consumption averaged about 4 billion units by the end of the decade is also declining. Preliminary data for apparent consumption in 2001 remained stagnant when compared to the 3,350 million units consumed in 2000. As inflation roared, preliminary data for 2002 show a reduction of almost twenty percent when 2,770 million units were utilized. The 2001/2002 decline was due to the restrained of the economy and the weakening of the peso. Although the two cigarette producers anticipated some growth in 2002 as a result of new marketing strategies, the net results have been a gradual reduction in market size.

The Dominican Republic continues to be one of the most important trading partners with the United States in tobacco (raw for processing and filler for cigar production inside and out of Free Trade Zone operations). INTABACO reports indicate that in CY 2001, tobacco exports from the Dominican Republic to the United States decreased due to the limited availability. Exports in 2002 decreased further for the same reason but received higher returns due to a better quality product exported. Although this is not reported as part of the tables, the Free Trade Zone operations show exports in 2001 of 5,900 MT (US\$ 78 million), increasing to 22,000 MT in 2002 (US\$ 62 million). Destination in the latter year were mostly to the United States and Puerto Rico (including about 19,500 MT of tobacco wastes to Puerto Rico). Expectations for 2003, can not be anticipated as the local currency is undergoing dramatic changes (20 percent devaluation in the last 60 days).

Industry contacts indicate that stocks of dark tobacco have been reduced when compared to the last three years as a result of discarding old deteriorated stocks carried over for years and to the exports of lower quality tobacco stored.

Production

According to the Dominican Tobacco Institute, INTABACO (the government institution who regulates and controls production), most of the tobacco produced in the Dominican Republic is dark air and sun cured. Within this category there are three distinctive types produced: about twenty percent is "Piloto Cubano" which is used for blending and as a source of flavor and aroma, forty eight percent is "Amarillo Parado", used as filler and the rest of the dark type is "Chago Diaz", also used as a source of flavor and aroma. In addition there are some small quantities of wrapper for cigars and burley for cigarette manufacture (flue-cured is currently imported).

Dark air and sun cured production experienced astonishing growth in the latter half of the nineties as a result of the cigar boom when tobacco prices were really high and its availability was limited. This triggered local producers to increase acreage to almost five-fold and production levels continued expansion particularly after the cigar boom in 1998. The results were enormous. Dry weight production surpassed 30,000 MT which generated an oversupply situation for the local manufacturers and the cigar producing operations inside and outside the Free Trade Zone [FTZ]). In addition, it created major distortions at all levels of the tobacco distribution channels. Government intervention through INTABACO limited production areas, acreage and forced production to return to normal levels.

Preliminary data for 2001 and 2002 obtained from INTABACO show considerable lower values in acreage, and production levels since their last report. The 2003 publication, covering 2002 data, it is not yet available. The preliminary unofficial numbers for 2001 and 2002 obtained from INTABACO and confirmed by industry have been adjusted and reduced to reflect these changes. The smaller acreage previously forecasted for 2002 was further adjusted to reflect the official planted acreage for 2002. Industry sources indicate that after concluding the planting season for 2003, the preliminary estimates for 2003 anticipate a lower tobacco output below 10,000 MT.

In addition to the dark air and sun cured type tobacco, there are also two types of "blond" tobacco produced in the Dominican Republic for cigarette production. Flue-cured or Virginia and Burley tobacco have been traditionally grown and used exclusively for cigarette manufacture for local consumption. The elimination of import restrictions of this type of product in recent years and the prevailing low international tobacco prices for these types has made imports more attractive to cigarette manufacturers. On the farmer's side, the increased input costs have forced them totally out of competition with the Virginia or flue-cured type. As a result, flue cured tobacco is no longer produced (since 2000/2001). Production of Burley in 2001 and 2002 has been reduced to less than 500 MT and acreage is not expected to increase in the near future as cigarette consumption continues to decline.

Yields vary considerably depending on the farmer. The following table is indicative of such yields but is not totally representative of the whole production.

Average Tobacco Yields by type (MT/HA)

Type	CY 2000	CY 2001	CY 2002
Virginia	2.33	N/A	N/A
Burley	2.14	1.90	N/A
"Amarillo Parado"	1.40	1.31	1.24
"Chago Diaz"	1.61	1.54	1.45
"Piloto Cubano"	1.50	1.56	1.59

Source: derived from INTABACO and industry.

Pest problems in dark and blond tobaccos are generally limited to blue mold and aphids. In CY 2002, these problems did not have an adverse impact on overall output, except on some plots of "Amarillo Parado". This year the weather conditions have followed a normal pattern and infections are not anticipated to gain grounds during CY 2003.

Prices

Producers of burley tobacco and of the dark "Piloto Cubano" and "Chago Diaz" receive good prices for their products as a result of the steady demand for cigarettes and for good quality cigars. However, prices in general appear to have increased in pesos, but the actual reduction in the exchange rate has made tobacco less expensive. In the case of "Amarillo Parado," because of its lower quality, its price continues to be considerably lower than the other types. Average on-farm prices for the last four years are presented below:

Average On-Farm Price for Tobacco (RD\$)

Type	CY 2000	CY 2001	CY 2002	CY 2003 4/
"Amarillo Parado" 1/	400.00	400.00	450.00	700.00
"Chago Diaz" 2/	1,350.00	1,300.00	1,500.00	1,200.00
"Piloto Cubano" 2/	2,000.00	2,000.00	2,200.00	2,300.00
Virginia 3/	N/A	N/A	N/A	N/A
Burley 3/	N/A	N/A	N/A	N/A
Exchange rate RD\$ per US\$	16.80	17.20	17.50	27.50 5/

1/ 60 Kg. bags 2/ 55 Kg. bags 3/ 50 Kg. bags 4/ Preliminary

5/ Currency devaluated over 20% in March-May 2003.

Source: INTABACO and Industry.

It is important to note that the peso has devaluated over twenty percent in the last sixty days. This drop is not reflected in the prices yet.

Exporters or processors who account for the majority of consumption or contract farmers to supply their production needs have traditionally determined tobacco prices. At the present time, the tobacco stock levels are coming down but the weakening of the peso will keep prices low. The growers of burley tobacco and other dark air cured receive a contract price from the cigarette and cigar manufacturing companies; perhaps this may change in the coming months.

Consumption

Consumption estimates for DASC (dark air and sun cured), derived from INTABACO data, excludes plug tobacco (Andullos) and on-farm consumption since it is considered pre-harvest losses. Dark air and sun dried tobacco apparent consumption increased above prior estimates as a result of the government discarding old deteriorated stocks kept in warehouses. This quantity is included as part of the consumption in the tables. Some were discarded in 2001 and additional quantities were disposed in 2002. Overall consumption of tobacco, blonds and dark, is decreasing. This trend is not anticipated to change in the near future, as no programs to develop the sector appear to be in place.

There have been some changes in the number of cigar factories operating in the country. According to industry sources, the number of hand made cigar companies continues to decline to less than eighty-five in 2002, down about thirty five percent from the number of factories operating during the cigar boom five years ago. According to INTABACO's preliminary numbers, the total output of hand made cigars has decreased in 2002 to almost 190 million units, down from almost 240 million in 2001.

Cigarette consumption averaged about 4 billion units by the end of the decade is declining. Preliminary data for apparent consumption in 2001 remained stagnant when compared to the 3350 million units consumed in 2000. As inflation roared, preliminary data for 2002 show a reduction of almost twenty percent. when 2.77 million units were utilized. The 2001/2002 decline was due not to the already high taxes but due to the restrained of the economy and the weakening of the peso. In the aftermath of a privatization process of the Government owned Compania Anonima Tabacalera, LA TABACALERA, the new privatized entity has not gain any market share in almost two years of operation. Although the two cigarette producers anticipated some growth in 2002 as a result of new marketing strategies, the net results have been a gradual reduction in market size. There is no anticipation of additional taxes applied to tobacco products other than what was applied early in CY 2001 that drove retail prices of cigarettes up and consumption down.

INTABACO does not maintain official statistics on consumption. However, indicative consumption estimates are presented below reflecting the drop in cigarettes/cigar consumption and a modest increase in consumption of black tobacco for cigar production including stock discard (old tobacco stored included as consumption). CY 2001 data was not available.

Derived Consumption of Tobacco (MT dry)

Type	CY 1999	CY 2000	CY 2001	CY 2002 3/
Black Andullos 1/	1,186	1,250	N/A	880
Black On-farm 1/	10	24	N/A	21
Cigars and cigarettes 2/	9,700	7,000	N/A	6,875

1/ These are factored into pre-harvest losses. For that reason, they are not included in the PS&D table.

2/ Contracted price by the private sector.

3/ Preliminary estimates.

Source: INTABACO and Industry.

Cigarette Wholesale Prices

Cigarette prices are presented for reference purposes:

Wholesale Cigarette Prices (Cartons [CT]-10 Packs, 20 Cigarettes Each)

Manufacturer/ Brand Name	Type	Price (RD\$)/CT			
		April 2000	April 2001	April 2002	April 2003
E. Leon Jimenez					
Marlboro, reg. & light	flue-cured/burley filter	116.33	184.41	184.41	218.00
Nacional, reg. & menthol	flue-cured/burley filter	102.74	172.86	172.86	208.00
La Tabacalera					
Montecarlo & Belmont	flue-cured/burley filter	99.72	170.00	170.00	170.00
Constanza (menthol)	flue-cured/burley filter	99.72	170.00	170.00	170.00
Hilton	flue-cured/burley filter	81.77	121.99	120.99	120.00
Palace	flue-cured/burley filter	-	121.99	120.99	120.00
Casino & Cremas	Dark filter & dark non-filter	61.32	89.00	89.00	89.00

Source: Industry

The recent weakening of the peso has not been reflected on current prices for above table in 2003.

Trade

The Dominican Republic continues to be one of the most important trading partners with the United States in tobacco (raw for processing and filler for cigar production). INTABACO reports indicate that in CY 2001, tobacco exports from the Dominican Republic to the United States decreased due to the limited availability. Exports in 2002 decreased further for the same reason but received higher returns due to a better quality product exported. Although this is not reported as part of the tables, the Free Trade Zone operations show exports in 2001 of 5,900 MT (US\$ 78 million), increasing to 22,000 MT in 2002 (US\$ 62 million). Destination in the latter year, were

mostly to the United States and Puerto Rico (including about 19,500 MT of tobacco wastes to Puerto Rico). Expectations for 2003, can not be anticipated at this time as the local currency is currently undergoing dramatic changes (20 percent devaluation in the last 60 days).

Dominican cigar exports also decreased in total value but increased in unit price. A similar situation occurred with unmanufactured tobacco. The Dominican Republic imports tobacco from the U.S. to its Free Trade Zones, classifies, further processes and re-exports a value added product. U.S. exports to the Dominican Republic surpassed US\$ 85 million in CY 2001, positioning the Dominican Republic among the top five largest importers of U.S. tobacco.

The United States supplies the vast majority of Dominican tobacco imports. Imports of dark tobacco from the United States continued to decrease during CY 2002 as a result of excessive inventories carried over from 2000 and 2001. In spite of this, there is a continued demand for processing high quality tobacco and wrapper. Most of the imports are used as wrapper for classification, processing and cigar manufacture in the Free Trade Zones (FTZ) and re-exported to the United States as well as to other countries. In CY 2002, the Dominican Republic imported over 2,000 MT of dark tobacco wrappers from the United States. Detailed agricultural trade data for the last four years are included in the following table:

Tobacco Imports from the United States 1/

	CY 1999		CY 2000		CY 2001		CY 2002 2/	
	Quantity (MY)	Value (US\$M)	Quantity (MT)	Value (US\$M)	Quantity (MT)	Value (US\$M)	Quantity (MT)	Value (US\$M)
Wrapper	2,304	110.98	1,710	80.54	1,426	66.10	N/A	43.7
Other Wrapper	1,437	24.21	1,696	18.50	1,211	19.00	N/A	37.2
Binder & Stems	1,108	1.10	1,900	1.76	8.0	0.02	N/A	0.3
TOTAL	4,849	136.29	5,306	100.80	2,645	85.12	N/A	81.2

1/ Mostly free-zone trade.

2/ Post estimates

Source: U.S. Dept. of Commerce.

The Dominican Export Promotion Center (CEDOPEX) statistics indicate that about eighty percent of the national quantity exported moved to the United States, while only ten percent of the tobacco exported by the Free Trade Zone returned to the United States. Although post is not using CEDOPEX data base as a major source of information, destinations of the products is useful. Furthermore, CEDOPEX reported that the Dominican Republic exported in 2001 about 7,293 MT of unmanufactured tobacco leafs valued at US\$ 11.4 millions (not including other categories such as: wrapper, wastes and others), while in 2002 these quantities dropped to 3,773 MT valued at US\$ 5.8 million.

According to CEDOPEX, the major destinations of Dominican tobacco in 2002 were the United States (43%) and Spain (31%). The Free Trade Zone operations on the other hand reported for 2002 a total of 922 MT of tobacco exported. About half of that tobacco leaf (420 MT) returned to the United States. In addition, a processed type (devained) of tobacco, about 1,178 MT almost all

went to Puerto Rico and the United States (90%) with an export value of US\$ 57 million. Overall exports in 2001 were higher in total value (US\$ 72 millions).

A summary of the local trade data for the last four years follows:

Dominican Tobacco / Cigar Exports

	CY 1999		CY 2000		CY 2001		CY 2002	
	Quantity (MT)	Value (US\$M)	Quantity (MT)	Value (US\$M)	Quantity (MT)	Value (US\$M)	Quantity (MT)	Value (US\$M)
Cigars 1/	376.7 2/	243.8	204.4	83.8	256.3	67.5	188.6	138.6
Tobacco (FTZ)	4,903	76.8	2,332	30.0	5,900	77.8	22,100	62.0
Tobacco (national)	14,435	40.4	7,304	11.2	8,300	12.1	4,200	6.4
TOTAL 3/	19,338	361.0	9,636	125.0	4,522	157.4	26,300	207.0

1/ Million units. Approximately 80 percent is Free Trade Zone production.

2/ Independent report indicated this value did not include about 100 million machine manufactured.

3/ These totals are indicative since FTZ production is not part of the national production.

Source: INTABACO & independent report.

According to INTABACO, in CY 2002 raw tobacco exports decreased while its average unit price returned to higher levels. With a small CY 2003 harvest to come, export volumes of raw, processed and manufactured tobacco are expected to remain low.

The two cigarette manufacturing companies in the Dominican Republic are E. Leon Jimenez, S.A. and La Tabacalera, formerly Compania Anonima Tabacalera. The first is a private company associated with Phillip Morris, Inc. and is the leading cigarette manufacturing company, accounting for over 85 percent of the cigarette market. The LaTabacalera, owned partly by the GODR and now with a new Spanish/Dominican partner (privatized), controls the rest. The major ingredients in cigarette manufacturers are: flue-cured or Virginia and Burley. Currently, there is no flue-cured tobacco produced locally so most of the imports in 2002 (470 MT) came from Brazil (98%) and minimal quantities from Venezuela and Turkey.

Changes in the market place, such as health issues, higher taxes for cigarettes and the weakening of the peso, have reduced the market size and less cigarettes are being consumed. Changes in the marketing strategies as the new company consolidates its position in the market have not shown any results. Both companies import most of their inputs including filter tow, cigarette paper and packing materials from the United States.

As part of the special arrangements with their U. S. partners, the brands they produce under license are manufactured exclusively for local consumption. Very small quantities of other cigarettes are exported. GODR sources indicate that about 3 MT of non-FTZ cigarettes (dark tobacco) were exported last year, the majority of which went to the EU.

Stocks

Industry contacts indicate that stocks of dark tobacco have been reduced when compared to the last three years as a result of discarding old deteriorated stocks carried over for years and to the exports of lower quality tobacco stored. In addition, the remaining stocks are of the better quality tobacco, which require prolonged storage periods (the aging process) needed to produce high quality cigars.

The overall tobacco stock levels have decreased in CY 2001 and 2002 as a result of large volumes of poor quality tobacco sold to middle east countries at a low unit price and to some warehouse cleaning of poor and questionable quality tobacco, including some stocks of poor quality tobacco purchased by the government to assist small farmers several years ago.

Policy

The Secretariat of Agriculture, through INTABACO, sells certified seed to small tobacco farmers, germinated planting material for re-planting and some inputs. It also issues phytosanitary certificates for exports and keeps track of the sectors statistics. Inputs are no longer subsidized. According to the Agriculture Secretariat Operating Plan, about one percent of the Agricultural Credit Bank's budget (US\$52 million) was allocated to the tobacco sector.

Subsidies: occasionally, tobacco farmers get into financial difficulties and request government assistance. The central government, through the Agricultural Bank makes the purchase. This tobacco is often stored for long periods of time and sold at market value.

Tariffs

The selective tax on locally produced cigarettes is set at twenty three percent. In addition, there is a 12 percent VAT, which brings the total tax to thirty five percent. Tobacco and tobacco products imports are subject to the following tariffs (see table in the next page):

Description	Tariff Rate
Basic Tariff:	
For raw tobacco	15 percent of C+F value
For semi-processed tobacco	20 percent of C+F value
For tobacco wastes	15 percent of C+F value
For cigars and cigarettes	30 percent of C+F value
For all other types	30 percent of C+F value
Other applicable taxes:	
Selective surcharge	30 percent of C+F value
Value Added Tax	12 percent of C+F value

Law 346 assesses a 5 percent *ad valorem* tax on all material used for re-export.

Under the World Trade Organization (WTO) agreement, the Dominican Republic bound its maximum tariff for most agricultural commodities at 40 percent.

Marketing

In CY 2002, the marketing channels for most of the dark air and sun cured tobacco are as follows: out of total production, producers or producer associations sold about 25% to brokers, 15% to independent packers, 25% to the exporters and 25% to the Cigar Factories in and outside Free Trade Zones. The brokers in turn sold about 10% to the cigar factories and the rest to the exporters. Exporters handled about 65% of the production. Some companies involved in the cigar manufacture contract producers at set prices. The buyer finances the whole operation charging no interest for the advances made to the producer during the four-five month period.

In the case of burley tobacco and when flue-cured is produced, the marketing channels are different. There are only two cigarette producers. The manufacturers contract tobacco producers for desired quantities. The manufacturers generally finance the whole operation in order to guarantee the required product. As an alternative, and depending on local and international prices, the manufacturers source additional requirements from foreign markets as it is currently the case with flue-cured.

Homogenized sheets are neither manufactured nor used in the Dominican cigarette or cigar manufacture. The growth of the cigar manufacturing industry in the free zone areas and the specialized personnel available at acceptable costs have been important elements in the expansion of U.S. tobacco exports to the Dominican Republic. However, future market opportunities for U.S. exporters of dark tobacco will hinge on the success or failure of maintaining good quality tobacco production, processing and specialized labor at acceptable wage levels.

Statistical Data

PSD Table

Country Commodity	Dominican Republic						
	Tobacco, Unmfg., Total						
	(HA)(MT)						
	2001	Revised	2002	Estimate	2003	Forecast	UOM
	USDA Official [	Estimate [	USDA Official [	Estimate [	USDA Official [	Estimate [	New]
Market Year Begin	01/2001		01/2002		01/2003		MM/YYYY
Area Planted	23600	12000	23600	9200	0	7350	(HA)
Beginning Stocks	9531	9531	10341	4461	11151	4361	(MT)
Farm Sales Weight Prod	30250	21000	30250	16000	0	14400	(MT)
Dry Weight Production	24200	16800	24200	12700	0	11500	(MT)
U.S. Leaf Imports	20	0	20	0	0	0	(MT)
Other Foreign Imports	250	270	250	470	0	540	(MT)
TOTAL Imports	270	270	270	470	0	540	(MT)
TOTAL SUPPLY	34001	26601	34811	17631	11151	16401	(MT)
Exports	16000	14000	16000	5500	0	4300	(MT)
Dom. Leaf Consumption	7370	7870	7370	7300	0	7650	(MT)
U.S. Leaf Dom. Consum.	20	0	20	0	0	0	(MT)
Other Foreign Consump.	270	270	270	470	0	540	(MT)
TOTAL Dom. Consumption	7660	8140	7660	7770	0	8190	(MT)
TOTAL Disappearance	23660	22140	23660	13270	0	12490	(MT)
Ending Stocks	10341	4461	11151	4361	0	3911	(MT)
TOTAL DISTRIBUTION	34001	26601	34811	17631	0	16401	(MT)

PSD Table**Country****Dominican Republic****Commodity****Unmfg.,Dark Air & Sun Cured (HA)(MT)**

	2001	Revised	2002	Estimate	2003	Forecast	UOM
	USDA Official [	Estimate [	NA Official [	Estimate [	NA Official [	Estimate [New]	
Market Year Begin	01/2001		01/2002		01/2003		MM/YYYY
Area Planted	0	10500	0	9100	0	7100 (HA)	
Beginning Stocks	0	7531	0	2311	0	2061 (MT)	
Farm Sales Weight Prod	0	17050	0	15750	0	12750 (MT)	
Dry Weight Production	0	13650	0	12600	0	10200 (MT)	
U.S. Leaf Imports	0	0	0	0	0	0 (MT)	
Other Foreign Imports	0	0	0	0	0	0 (MT)	
TOTAL Imports	0	0	0	0	0	0 (MT)	
TOTAL SUPPLY	0	21181	0	14911	0	12261 (MT)	
Exports	0	11000	0	5500	0	4300 (MT)	
Dom. Leaf Consumption	0	7870	0	7350	0	6500 (MT)	
U.S. Leaf Dom. Consum.	0	0	0	0	0	0 (MT)	
Other Foreign Consump.	0	0	0	0	0	0 (MT)	
TOTAL Dom. Consumption	0	7870	0	7350	0	6500 (MT)	
TOTAL Disappearance	0	18870	0	12850	0	10800 (MT)	
Ending Stocks	0	2311	0	2061	0	1461 (MT)	
TOTAL DISTRIBUTION	0	21181	0	14911	0	12261 (MT)	

PSD Table

Country Commodity	Dominican Republic						UOM
	Tobacco, Mfg., Cigarettes						
	(MIL PCS)						
	2001	Revised	2002	Estimate	2003	Forecast	
	USDA Official [	Estimate [	USDA Official [	Estimate [	USDA Official [	Estimate [New]	
Market Year Begin	01/2001		01/2002		01/2003		MM/YYYY
Filter Production	3356	3356	3517	2772	0	2500	(MIL PCS)
Non-Filter Production	32	32	33	28	0	25	(MIL PCS)
TOTAL Production	3388	3388	3550	2800	0	2525	(MIL PCS)
Imports	0	0	0	0	0	0	(MIL PCS)
TOTAL SUPPLY	3388	3388	3550	2800	0	2525	(MIL PCS)
Exports	0	0	0	0	0	0	(MIL PCS)
Domestic Consumption	3388	3388	3550	2800	0	2525	(MIL PCS)
TOTAL DISTRIBUTION	3388	3388	3550	2800	0	2525	(MIL PCS)